

Team Scorecard Menu

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jc713 U.S. PRO
09/733190
12/08/00

FIGURE 5



Enter Self Evaluation for
Compal/Portables (6/6/2001)

Please fill in the following standard scorecard categories

Category

Score

Cost Leadership

Quality

Field Service

Continuity of Supply

Technology/Time to Volume

View Summary

FIGURE 6

Edit Final Scores: Cost Leadership

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	Point Range	Points Awarded
A) Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)	0 to 10 pts	8
<u>Elisa Sumner (AMF/DEV)</u>		8
	Average Score	8
B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE):	0 to 6 pts	6
<u>Elisa Sumner (AMF/DEV)</u>		6
	Average Score	6
C) Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE):	0 to 2 pts	2
<u>Elisa Sumner (AMF/DEV)</u>		2
	Average Score	2
D) COSTED BOM (WWP TO SCORE)	0 to 2 pts	2
<u>Elisa Sumner (AMF/DEV)</u>		2
	Average Score	2
	Preliminary Cost Leadership Score	18

Edit Cost Leadership comment for Final Report:

A) Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)

Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell

B) Has the supplier demonstrates cost competitiveness by (WWP TO SCORE) :

FIGURE 7

Scorecard Comment Summary

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Cost Leadership

Did Supplier meet the market and/or the requested cost targets during the measurement period in a timely manner (WWP TO SCORE)

Elisa Sumner: Supplier is proactive in bringing cost reductions to Dell

Has the supplier demonstrates cost competitiveness by (WWP TO SCORE):

Elisa Sumner:) Provide monthly detailed cost and all quote information in required format and on time

Has the supplier demonstrates cost competitiveness by (REGIONS TO SCORE):

Elisa Sumner: ,

COSTED BOM (WWP TO SCORE)

Elisa Sumner: Final N/A TBD 1) Supplier provides detailed costed BOM

Field Service

Total field quality performance is maximized due to close working relationships with the Field Service Organization and Dell's Designated 3rd party provider.

Eric Michlowitz: They don't work well

FIGURE 8

Edit Score Forecasts

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		FY2000 Q2	FY2000 Q3	FY2000 Q4	FY2001 Q1	FY2001 Q2	FY2001 Q3
Cost Leadership (20 pts)	Forecast	-	-	<input type="text" value="18"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Actual	-	-	-	-	-	-
Quality (25 pts)	Forecast	-	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Actual	-	-	-	-	-	-
Field Service (15 pts)	Forecast	-	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Actual	-	-	-	-	-	-
Continuity of Supply (20 pts)	Forecast	-	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Actual	-	-	-	-	-	-
Technology/Time to Volume (20 pts)	Forecast	-	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Actual	-	-	-	-	-	-

FIGURE 9

General WWP Reports:

[Scheduled QBR List & Individual QBR Access](#)

[View All Blank Scorecards](#)

Commodity Reports:

[List Final Scores by Quarter](#)

[Regional Breakdown of Individual QBR Scores](#)

[Issues and Corrective Actions](#)

List of Issues for specific supplier/commodity pairs

[Supplier/Commodity Comparison](#)

Graph displaying performance for all suppliers within commodity

[Supplier Performance vs Share of TAM](#)

[Supplier's Share of TAM Over Time](#)

Graph displaying supplier spending within commodity

Inter-Commodity Executive Reports:

[Supplier Performance over time](#)

Graph displaying specific supplier performance for all commodities provided by a given supplier

[Quartile Comparison Report](#)

Overall Results by Score by Quartile

[Inter-Commodity Comparison Over Time](#)

Graph displaying average performance for selected commodities

[Overall Results for Suppliers by Spend](#)

Supplier performance listed in order of total spent

[Top 5 / Bottom 5 Finals Scores by Quarter](#)

FIGURE 10

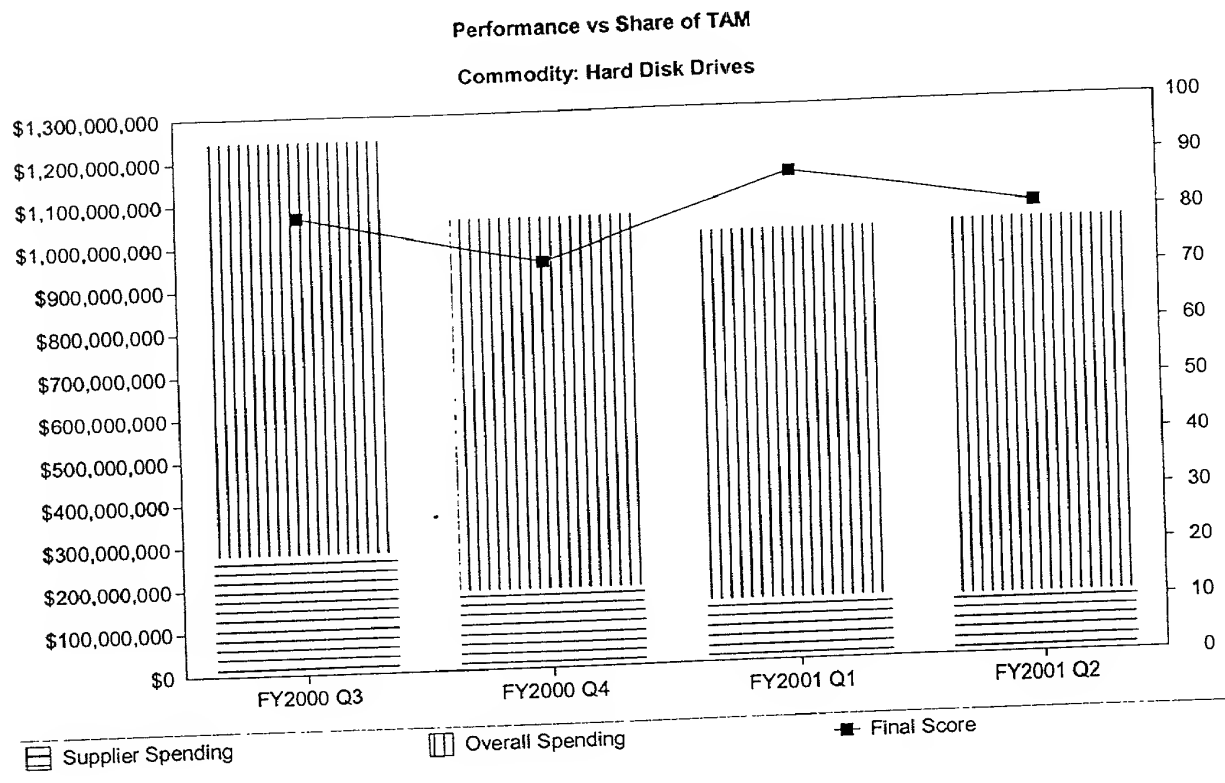


Fig. 99